



SEMI-ANNUAL LOBBYING EXPENDITURE REPORT FOR EMPLOYERS OF LOBBYISTS

INSTRUCTIONS: This Semi-Annual Lobbying Expenditure Report is for reporting all expenditures relating to lobbying in the State of Tennessee. Pursuant to T.C.A. § 3-6-303(a), this Report is due within forty-five (45) days after the conclusion of the six-month periods ending March 31 and September 30. The Report must be filed with the Tennessee Ethics Commission, 201 4th Avenue North, Suite 1820, Nashville, TN 37243. If you have questions, please feel free to contact the Commission at (615) 253-8634 or e-mail us at ethics.counsel@state.tn.us. You must complete every item. Attach additional pages as necessary. Please note that the information listed on this Report will be posted on the Commission's website as required by T.C.A. § 3-6-303(3)(b).

- 1 a. **DATE OF DISCLOSURE** November 2, 2007
- b. **REPORTING PERIOD [check box]:** ☐ October 1 – March 31 ☒ April 1 – September 30
2. a. **NAME OF CORPORATION/ENTITY** Property Casualty Insurers Association of America
(PCI)
- b. **NAME OF CEO, CFO, or TITLE AND NAME of PERSON RESPONSIBLE FOR SUPERVISING LOBBYISTS**

Robert W. Herlong, Vice President & Regional Manager

3. a. **ADDRESS** **Street or Rural Route** **City** **State** **Zip Code**
- 6636 Church Street, Suite 300 P.O. Box 2030 Douglasville, GA 30133

- b. **PHONE NUMBER** 770-949-1776

4. **LOBBYING INTERESTS**

- a. List the general subject area(s) lobbied, e.g., "healthcare," "insurance," etc.

property & casualty insurance matters

- b. Describe the general nature and interest of the entity employing or retaining lobbying services, e.g., "insurance company," "professional association," etc.

Property & casualty insurance trade association

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5. **TOTAL AGGREGATE LOBBYIST COMPENSATION.** The term "compensation" is defined by T.C.A. § 3-6-301(7) as "... any salary, fee, payment, reimbursement or other valuable consideration, or any combination thereof, whether received or to be received; however, 'compensation' does not include the salary or reimbursement of an individual whose lobbying is incidental to that person's regular employment."

State the aggregate total amount of lobbyist compensation paid by the employer. For purposes of the disclosure, compensation paid to any lobbyist who performs duties for the employer in addition to lobbying and related activities shall be apportioned to reflect the lobbyist's time allocated for lobbying and related activities in this state (see more detailed definitions of "Lobbying," "Administrative Action" and "Legislative Action," and exceptions thereto, in T.C.A. § 3-6-301). Authority: T.C.A. § 3-6-303(a)(1)(A)-(K). (Check the appropriate box.)

<input type="checkbox"/> None	<input type="checkbox"/> Less than \$10,000
<input checked="" type="checkbox"/> At least \$10,000 but less than \$25,000	<input type="checkbox"/> At least \$25,000 but less than \$50,000
<input type="checkbox"/> At least \$50,000 but less than \$100,000	<input type="checkbox"/> At least \$100,000 but less than \$150,000
<input type="checkbox"/> At least \$150,000 but less than \$200,000	<input type="checkbox"/> At least \$200,000 but less than \$250,000
<input type="checkbox"/> At least \$250,000 but less than \$300,000	<input type="checkbox"/> At least \$300,000 but less than \$350,000
<input type="checkbox"/> At least \$350,000 but less than \$400,000	<input type="checkbox"/> \$400,000 or more, round the aggregate total to the nearest fifty thousand dollars (\$50,000): _____

6. **LOBBYIST NAMES.** List the names of the individual lobbyists who rendered services in the State of Tennessee. Indicate whether they are employed within your organization by checking the "In-House Lobbyist" box. Attach additional pages as needed. Authority: T.C.A. § 3-6-303(a)(1).

LOBBYIST NAME

Amanda Haynes-Young

Holly McDaniel

Mark W. Smith

IN-HOUSE LOBBYIST☐☐☐☐**7. LOBBYING-RELATED EXPENDITURES**

NOTE: For the purposes of this Report, any expenditure made for the purpose of achieving a multi-state effect shall be apportioned equally among those states.

Excluding lobbyist compensation (which is reported under 5), state the aggregate total of expenses paid directly by the employer to third party vendors, for the purpose of influencing legislative or administrative action through public opinion or grassroots action in the State of Tennessee. These expenditures include, but are not limited to, costs relating to printing, publishing, advertising, broadcasting, paid announcements, audiotapes, videotapes, compact discs, digital video discs, infomercials, rallies, demonstrations, seminars, lectures, conferences, postage, telephone related costs, internet services, public relations services, governmental relations services, polling services, travel expenses, grants to issue groups or grassroots organizations or any other expense incurred lobbying. Authority: T.C.A. § 3-6-303(a)(2)(A)-(K). (Check the appropriate box.)

<input checked="" type="checkbox"/> None	<input type="checkbox"/> Less than \$10,000
<input type="checkbox"/> At least \$10,000 but less than \$25,000	<input type="checkbox"/> At least \$25,000 but less than \$50,000
<input type="checkbox"/> At least \$50,000 but less than \$100,000	<input type="checkbox"/> At least \$100,000 but less than \$150,000
<input type="checkbox"/> At least \$150,000 but less than \$200,000	<input type="checkbox"/> At least \$200,000 but less than \$250,000
<input type="checkbox"/> At least \$250,000 but less than \$300,000	<input type="checkbox"/> At least \$300,000 but less than \$350,000
<input type="checkbox"/> At least \$350,000 but less than \$400,000	<input type="checkbox"/> \$400,000 or more, round the aggregate total to the nearest fifty thousand dollars (\$50,000): _____



8. AGGREGATE TOTAL OF ALL IN-STATE EVENTS

State the aggregate total amount of all employer expenditures for all in-State event(s) which was or should have been reported to the Commission pursuant to T.C.A. § 3-6-305(b)(8). Authority: T.C.A. § 3-6-303(a)(3).

4/10/07 \$2,562.24 See Attached

9. TO BE SIGNED BY REPORTING OFFICIAL (must be attested to by a witness)

I certify that the information contained in this Report is true and that it is a complete and accurate report to the best of my knowledge, information and belief.

Kristian R. Kopinski 11/1/07
 Signature of Person Completing Report Date
 Print Name of Person: Kristian R. Kopinski

I, the undersigned, acknowledge that I have reviewed the foregoing Report and certify that is complete and accurate to the best of my knowledge, information and belief.

Robert W. Herlong 10/31/07
 Signature of CEO, CFO or Authorized Representative Date
 Print Name of Person: Robert W. Herlong, Vice President & Regional Manager

I, Stacey H. Fountain the undersigned, do hereby witness the above signature of the CEO,
 (Printed Name of Witness) CFO or Authorized Representative, which was signed in my presence.

Stacey H. Fountain 10/31/07
 Signature of Witness Date



2007 Legislative Reception Cost Breakdown

Gross event cost (including tax and gratuity) \$ 16,547.85

Net event cost (less tax and gratuity) \$ 12,518.00

Total invited = 351

Per head in attendance total (155) - \$ 106.76

Legislators in attendance = 55

Legislator total = \$ 5,871.80

Insurors of Tennessee

Total attendees = 38

Total guest cost (28) = \$ 2,989.28

Total per Legislator (10) = \$ 1,067.65

TOTAL = \$ 4,056.93

Allstate

Total attendees = 26

Total guest cost (17) = \$ 1,814.92

Total per Legislator (9) = \$ 960.84

TOTAL = \$ 2,775.76

Send bill to:

Wayne LeRoy

Schulman, LeRoy & Bennett, P.C.

501 Union Building, Suite 701

P.O. Box 190676

Nashville, Tn 37219-0676

TN Farmers Insurance Co

Total attendees = 15

Total guest cost (6) = \$ 640.56

Total per Legislator (9) = \$ 960.84

TOTAL = \$ 1,601.40

Send bill to: Anthony Kimbrough

Tennessee Farmers Insurance Cos.

Government Relations

P.O. Box 998

Columbia, TN 38401

State Farm

Total attendees = 27

Total guest cost (18) = \$ 1,921.68

Total per Legislator (9) = \$ 960.84

TOTAL = \$ 2,882.52

Send to: Shawn Johnson
State Farm
2500 Memorial Blvd
Murfreesboro, TN 37131

Farmers Insurance
Total attendees = 25
Total guest cost (16) = \$ 1,708.16
Total per Legislator (9) = \$ 960.84
TOTAL = \$ 2,669.00

Send to: Louis "Harvey" Fischer
Farmers Insurance
Louis.fischer@farmersinsurance.com

Property Casualty Insurance Assoc. of America
Total attendees = 24
Total guest cost (15) = \$ 1,601.40
Total per Legislator (9) = \$ 960.84
TOTAL = \$ 2,562.24

Send to:
Mandy Haynes Young
1200 One Nashville Place
150 Fourth Avenue N.
Nashville, Tn 37219